



KEYSER MARSTON ASSOCIATESTM

**CITY OF SANTA BARBARA
RELOCATION ASSISTANCE STUDY**

Prepared by:

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EXECUTIVE SUMMARY

In Fall 2019, the California legislature enacted AB 1482 (Civ. Code § 1946.2(b)), which requires that a landlord provide relocation assistance to a tenant following a no-fault, just cause eviction. This relocation assistance must come in either the form of a direct payment of one month's rent to the tenant, or a waiver of rent payment for the final month of tenancy. The primary purpose of such relocation assistance is to minimize the financial impacts associated with the displacement of tenants and their families.

In addition, AB 1482 allows for a local jurisdiction to adopt its own relocation assistance provisions for no-fault evictions provided that they are more protective of tenants than the provisions enacted under the legislation. As such, the City of Santa Barbara (City) is considering enacting relocation assistance amounts that would be higher than the amounts required by AB 1482. AB 1482 also requires that the state-mandated one-month's relocation assistance for no-fault evictions be credited against any local requirement.

To that end, the City has engaged Keyser Marston Associates, Inc. (KMA) to prepare an analysis of typical relocation expenses incurred by residential tenants of no-fault evictions. These expenses include moving costs, short-term storage costs, increased security deposit costs, apartment application fees and utility initiation fees. Typically, tenants will have to pay a portion of these expenses in advance of their actual move date. The following report and the attached appendices present the analysis of tenant relocation expenses. The findings of the analysis may be used to establish relocation assistance payment requirements that are proportionate to costs experienced by tenants displaced in a no-fault eviction.

METHODOLOGY

The financial burden associated with relocating from one rental unit to another varies greatly. Factors that may impact the financial cost include: the size of the residential unit; the distance that the household will move; and the amount of physical assistance required by the tenant to pack and load belongings. In order to account for a range in unit sizes, KMA estimated the costs of moving for various unit sizes – studios, one-bedroom units, two-bedroom units, and three-bedroom units. KMA utilized the average unit sizes for each bedroom type within the City as published in the Dyer Sheehan Group, Inc. March 2019 South Coast Apartment Market Survey (DSG Market Survey).

The unit sizes used in this analysis are as follows:

TABLE 1.1

Unit Sizes by Bedroom Type				
	Studio	1-Bedroom	2-Bedroom	3-Bedroom
Unit Size (SF)	500	600	1,000	1,500

KMA analyzed relocation costs under three scenarios regarding where displaced tenants relocate:

1. To another apartment within the City;
2. Within the “South Coast” region, defined as the area from Goleta to Carpinteria; and
3. Outside of the South Coast region, defined as the area from Santa Maria to Lompoc to Oxnard/Ventura.

In addition to the factors outlined above, there are a range of expenses that may be required of a tenant when relocating. The following is a list of the relocation expenses included in this analysis:

1. Moving expenses, including:
 - a. Packing; and
 - b. Loading / unloading;
2. Payment of new security deposits;
3. Apartment application fees; and
4. Utility fees for initiation of service.

Some households will experience greater relocation costs due to age, disabilities, or presence of young children. Accordingly, KMA provides separate estimates of moving costs for the general population and households with special needs that require additional assistance with the packing and moving process. The following table summarizes the results of the KMA analysis:

TABLE 1.2

Estimated Relocation Expenses				
	Studio	1-Bedroom	2-Bedroom	3-Bedroom
Within the City				
Relocation Expenses – General Population	\$2,365	\$2,700	\$4,583	\$7,125
Relocation Expenses – Special Needs Tenants	\$2,571	\$2,921	\$5,468	\$8,460
Within the South Coast Region				
Relocation Expenses – General Population	\$2,328	\$2,866	\$4,564	\$6,430
Relocation Expenses – Special Needs Tenants	\$2,534	\$3,087	\$5,449	\$7,765
Outside the South Coast Region				
Relocation Expenses – General Population	\$2,698	\$3,236	\$5,007	\$7,023
Relocation Expenses – Special Needs Tenants	\$2,904	\$3,457	\$5,892	\$8,358

The analysis addresses only the direct financial cost experienced by the displaced tenant and does not take into account non-financial burdens including time spent searching for and securing a new apartment or the severance of the household's ties to their community.

The data and findings from this analysis are presented in the following sections.

RELOCATION EXPENSE ESTIMATES

The following is a summary of KMA's relocation expense findings organized by expense category. Moving costs are estimated for three geographic areas within which tenants may potentially relocate. Supporting data tables are provided in Appendices A through D.

MOVING COSTS

KMA conducted interviews with five local moving companies to estimate typical moving costs. Each moving company utilizes an hourly rate cost structure to provide moving services. As such, moving situations which require a greater number of movers or require more hours (larger units), will cost more than moving situations which require fewer movers or fewer hours (smaller units).

Each moving company was asked to provide the typical number of hours it takes to move units of the size and bedroom type provided by KMA. The moving times provided to KMA included packing time, loading time and unloading time. Each moving company provided KMA with a range of hours. Furthermore, each moving company charges by the hour for driving time. KMA estimated the round-trip driving times for each of the regions analyzed based on driving time information provided by Google Maps. The driving times used in this analysis are at the high end of possible ranges to allow for moving situations that may occur during commute hours.

Based on the information outlined above, KMA estimated the typical move time, including packing time, driving time, and loading/unloading time, for in-City moves and longer distance moves. Estimates are adjusted for unit size to account for the greater time needed to move larger volumes of household belongings. Utilizing this data, KMA estimates the average cost for each type of moving scenario as follows:

TABLE 2.1

Estimated Moving Expenses ¹				
	Studio	1-Bedroom	2-Bedroom	3-Bedroom
Within the City	\$868	\$883	\$1,766	\$2,576
Within the South Coast Region	\$942	\$957	\$1,854	\$2,694
Outside the South Coast Region	\$1,312	\$1,327	\$2,297	\$3,287

¹ Moving costs are based on the average hourly estimates provided by the moving companies interviewed by KMA. See Appendix A for detailed estimates.

As shown in Table 2.1, KMA estimates that the average cost of moving from a rental unit located in the City to another rental unit in the City ranges from \$868 to \$2,576 depending on the unit size. Moving costs are based on an average driving time of ½ hour, in addition to typical packing, loading, and unloading times for each unit size.

Estimates for moves from the City to elsewhere within the South Coast Region assume round-trip driving time is increased to one hour, resulting in increased moving costs of \$942 for studio units to \$2,694 for three-bedroom units.

For moves from the City to outside the South Coast region, round-trip driving time is estimated at three and one-half hours, and results in an estimated moving expense of \$1,312 for studio units to \$3,287 for three-bedroom units.

SECURITY DEPOSIT COSTS

Each displaced tenant will likely need to provide a security deposit for their new rental unit. KMA interviewed six apartment complexes within the Santa Barbara region to ascertain the typical security deposit requirements. Based on these interviews, most apartment complexes require a security deposit equal to one month's rent. For the purposes of this analysis, KMA utilized the average market rents provided in the DSG Market Survey to set the security deposit amounts. The security deposits were estimated as follows:

TABLE 2.2

Estimated Security Deposit Amounts				
	Studio	1-Bedroom	2-Bedroom	3-Bedroom
Within the City	\$1,350	\$1,670	\$2,670	\$4,402
Outside the City ³	\$1,239	\$1,762	\$2,563	\$3,589

It is important to note that the security deposit amounts are less for locations outside the City, since the average market rents for these areas are less than the market rents for units located within the City. Tenants will generally need to fund a new security deposit prior to release of any prior security deposit for their current apartment and may not recover their prior security deposit at all if there is damage to the unit.

APARTMENT APPLICATION FEES

Displaced tenants will need to pay an application fee during the process of securing a new rental unit. As such, KMA interviewed six apartment complexes within the Santa Barbara region to ascertain the typical application fee requirements. Based on these interviews, the application fee is estimated at \$40 per adult tenant.⁴

³ The DSG Market Survey only provides average market rents for within the City and within the South Coast region. As such, KMA utilized the South Coast region market rents to estimate the security deposits both within the South Coast region as well as outside the South Coast region.

⁴ Although, many households may be comprised of more than one adult, KMA took the conservative approach and set the application fee based on one adult per unit regardless of the number of bedrooms. The application fee

UTILITY INITIATION FEES

KMA considered that tenants may need to pay utility initiation fees to set up utility service at the new rental unit. As such, KMA researched utility initiation fees for electricity, gas and cable/internet services. KMA contacted companies which provide these utility services to ascertain the typical initiation fees. The average utility initiation fees are summarized as follows:

TABLE 2.3

Estimated Utility Initiation Fees ⁵	
	All Units
Electric Service	\$5
Gas Service	\$25
Cable/Internet Service	\$77
Total Utility Initiation Fees (Avg)	\$107

ADDITIONAL CONSIDERATIONS

SPECIAL NEEDS POPULATIONS

Special needs tenants including disabled, elderly, and families with children often face an increased burden when facing eviction. While an unexpected eviction presents financial challenges for any tenant, it is especially burdensome for tenants with reduced mobility due to age or disability. This increased burden is due to a greater need for moving assistance, particularly among elderly and disabled tenants, and a greater likelihood of household disruption and increased financial pressure that these households will experience as a result of relocation. Additionally, these households do not always have adequate savings or financial capacity to absorb the costs of a move. Families with children may face added challenges including securing affordable two or three-bedroom housing units as well as changing schools and/or school districts.

The increased impacts of displacement experienced by these tenant populations may justify higher relocation assistance payments. KMA utilized the average of the high end of each moving company's hourly range to ensure that higher service levels required by special needs households are covered by a relocation assistance payment. That is, the moving companies provided ranges for the length of time it typically takes to move the unit sizes provided by KMA. If a moving company provided KMA a range of four to eight hours to move a studio apartment. KMA utilized the eight hour estimate to arrive at the average moving time necessary for special needs households.

The following additional moving costs represent the difference between the moving cost estimates at the high end of the range found by KMA and the average estimates used previously in this analysis:

survey results can be found in Appendix B.

⁵ The utility initiation fee survey results can be found in Appendix C.

TABLE 3.1

Estimated Increased Moving Expenses for Special Needs Households				
	Studio	1-Bedroom	2-Bedroom	3-Bedroom
Moving Expense Premium	\$206	\$221	\$885	\$1,335

SHORT-TERM STORAGE COSTS

The City requested that KMA research the costs of short-term storage. As such, KMA interviewed five local storage companies to estimate the costs of this short-term storage. The short-term storage costs are based on the size of the storage unit and the fees are charged on a monthly basis. The storage companies provided monthly cost estimates based on the typical storage unit size that would be required for the bedroom types and sizes provided by KMA. As such, the average one-month storage costs are summarized as follows:

TABLE 3.2

Estimated Short-Term Storage Expenses				
	Studio	1-Bedroom	2-Bedroom	3-Bedroom
Storage Costs (One Month) ⁶	\$157	\$183	\$280	\$334

However, it is unlikely that all households will require short-term storage during the moving process. KMA researched the percentage of moving households that require short-term storage, but was not able to identify any data sources for these moving costs. Due to this constraint, KMA did not include short-term storage costs in the total relocation expense estimates.

RENT DIFFERENTIAL

The impacts of an eviction will vary significantly depending on the current rent of a tenant's existing unit compared to typical market rents of units that the tenant would need to move to. In addition, households that have lived in their rental unit for many years may be paying rents that are below the market average and will experience an increase as a result of moving to a new unit. This is especially true for rental units in jurisdictions that have established rent control ordinances, which typically lead to a differential with market rents, particularly for longer tenancies.

In many jurisdictions, this rent differential (current market rent vs. tenant's existing rent) is utilized in the determination of reasonable relocation assistance amounts. That is, some jurisdictions have quantified how much more rent tenants will be paying in their new apartments for a specified number of years, and incorporated this amount into the required relocation assistance amounts.

The City does not have a local rent control ordinance, and as such, property owners have been allowed

⁶ Storage costs are based on monthly average costs provided by the storage companies interviewed by KMA. See Appendix D for detailed estimates.

to increase rents of existing tenants with no annual caps. Thus, each property owner in the City has had the ability to escalate existing tenant rents at the same rate as market rents have been increasing. Although it is likely that some property owners have not increased rents at the same rate as the broader market, practices likely vary by owner. Absent a survey of all rental units in the City, there is no way to determine the average differential between contract rents and market rents for existing tenancies, if any. For this reason, KMA did not incorporate a rent differential estimate into the relocation cost estimates.

AB 1482 imposes statewide rent control limits which restrict annual rent increases to no more than 5% plus the percentage change in the cost of living, or 10%, whichever is lower. These rent controls went into effect in 2019 and have not been in place for a long enough period to create a differential between rents for existing tenancies and market rate rents for new tenancies. If market rents increase at a greater rate than allowed by AB 1482, it is possible that a rent differential between existing tenancies and new tenancies may be created over time; however, the differential would likely be subject to significant year to year fluctuation depending on trends in market rents relative to limits under AB 1482.

Total Relocation Expense Estimates

Based on the results of the preceding analysis, Tables 4.1 to 4.3 summarize the average relocation expense for each of the regions analyzed by KMA:

TABLE 4.1

Estimated Tenant Relocation Expenses Relocate Within the City				
	Studio	1-Bedroom	2-Bedroom	3-Bedroom
Moving Costs	\$868	\$883	\$1,766	\$2,576
Security Deposit (1-Month Rent)	\$1,350	\$1,670	\$2,670	\$4,402
Apartment Application Fee	\$40	\$40	\$40	\$40
Utility Initiation Fees	\$107	\$107	\$107	\$107
Total General Relocation Expenses	\$2,365	\$2,700	\$4,583	\$7,125
Added Expenses for Special Needs Tenants	\$206	\$221	\$885	\$1,335
Special Needs Relocation Expenses	\$2,571	\$2,921	\$5,468	\$8,460

TABLE 4.2

Estimated Tenant Relocation Expenses Relocate Within the South Coast Region				
	Studio	1-Bedroom	2-Bedroom	3-Bedroom
Moving Costs	\$942	\$957	\$1,854	\$2,694
Security Deposit (1-Month Rent)	\$1,239	\$1,762	\$2,563	\$3,589
Apartment Application Fee	\$40	\$40	\$40	\$40
Utility Initiation Fees	\$107	\$107	\$107	\$107
Total General Relocation Expenses	\$2,328	\$2,866	\$4,564	\$6,430
Added Expenses for Special Needs Tenants	\$206	\$221	\$885	\$1,335
Special Needs Relocation Expenses	\$2,534	\$3,087	\$5,449	\$7,765

TABLE 4.3

Estimated Tenant Relocation Expenses Relocate Outside the South Coast Region				
	Studio	1-Bedroom	2-Bedroom	3-Bedroom
Moving Costs	\$1,312	\$1,327	\$2,297	\$3,287
Security Deposit (1-Month Rent)	\$1,239	\$1,762	\$2,563	\$3,589
Apartment Application Fee	\$40	\$40	\$40	\$40
Utility Initiation Fees	\$107	\$107	\$107	\$107
Total General Relocation Expenses	\$2,698	\$3,236	\$5,007	\$7,023
Added Expenses for Special Needs Tenants	\$206	\$221	\$885	\$1,335
Special Needs Relocation Expenses	\$2,904	\$3,457	\$5,892	\$8,358

It is important to note that AB 1482 requires that the state-mandated one-month's relocation assistance for no-fault evictions be credit against any local requirement. As such, the relocation assistance amounts summarized above must be reduced by a tenant's actual one-month rent amount. The actual one-month rent amount will differ on a tenant-by-tenant basis.

Conclusions / Recommendations

The following summarizes the conclusions of the KMA analysis:

1. The relocation expense estimates range from a low of \$2,329 for studio units with general population tenants within the South Coast region to a high of \$8,460 for three-bedroom units with special needs tenants within the City. As costs to relocate outside of the City are within a similar range to costs of relocating within the City, for simplicity, the City may wish to establish relocation assistance requirements that reflect relocation within the City (Table 4.1).
2. KMA estimates that relocation assistance payments, dependent on unit size, could be increased between \$206 to \$1,355 for units with special needs tenants.
3. Jurisdictions will periodically increase relocation assistance amounts to reflect increasing rents and moving costs. A common method is to tie future adjustments to relocation assistance amounts to the percentage change in the Consumer Price Index (CPI).

APPENDICES A - D

**RELOCATION ASSISTANCE STUDY
SANTA BARBARA, CALIFORNIA**

APPENDIX A

**MOVING EXPENSE SUMMARY
RELOCATION ASSISTANCE STUDY
SANTA BARBARA, CALIFORNIA**

	Moving Company #1				Moving Company #2			
Number of Bedrooms	Studio	1-bedroom	2-bedroom	3-bedroom	Studio	1-bedroom	2-bedroom	3-bedroom
Unit Size (SF)	500	600	1,000	1,500	500	600	1,000	1,500
Number of Movers	2	2	2	3	2	2	3	4
Combined Hourly Rate	\$150	\$150	\$150	\$225	\$150	\$150	\$225	\$300
	Within the City				Within the City			
<u>Total Moving Times With Driving</u> ¹								
High Estimate	8.50	8.50	16.50	16.50	4.50	4.50	16.50	16.50
Average Estimate	6.50	6.50	10.50	10.50	3.50	3.50	10.50	10.50
<u>Total Cost Estimates</u>								
High Estimate	\$1,275	\$1,275	\$2,475	\$3,713	\$675	\$675	\$3,713	\$4,950
Average Estimate	\$975	\$975	\$1,575	\$2,363	\$525	\$525	\$2,363	\$3,150
	Within the South Coast Region				Within the South Coast Region			
<u>Total Moving Times With Driving</u> ²								
High Estimate	9.00	9.00	17.00	17.00	5.00	5.00	17.00	17.00
Average Estimate	7.00	7.00	11.00	11.00	4.00	4.00	11.00	11.00
<u>Total Cost Estimates</u>								
High Estimate	\$1,350	\$1,350	\$2,550	\$3,825	\$750	\$750	\$3,825	\$5,100
Average Estimate	\$1,050	\$1,050	\$1,650	\$2,475	\$600	\$600	\$2,475	\$3,300
	Outside the South Coast Region				Outside the South Coast Region			
<u>Total Moving Times With Driving</u> ³								
High Estimate	11.50	11.50	19.50	19.50	7.50	7.50	19.50	19.50
Average Estimate	9.50	9.50	13.50	13.50	6.50	6.50	13.50	13.50
<u>Total Cost Estimates</u>								
High Estimate	\$1,725	\$1,725	\$2,925	\$4,388	\$1,125	\$1,125	\$4,388	\$5,850
Average Estimate	\$1,425	\$1,425	\$2,025	\$3,038	\$975	\$975	\$3,038	\$4,050

¹ The following hours were added to the unloading/loading estimates to account for round trip driving between the City and the regions: 0.50 hours within the City; 1.00 hour within the South Coast Region; and 3.50 hours outside the South Coast Region.

² The "Within South Coast" Region encompasses Goleta to Carpinteria.

³ The "Outside South Coast" Region encompasses Santa Maria to Oxnard.

APPENDIX A

MOVING EXPENSE SUMMARY
RELOCATION ASSISTANCE STUDY
SANTA BARBARA, CALIFORNIA

	Moving Company #3				Moving Company #4			
Number of Bedrooms	Studio	1-bedroom	2-bedroom	3-bedroom	Studio	1-bedroom	2-bedroom	3-bedroom
Unit Size (SF)	500	600	1,000	1,500	500	600	1,000	1,500
Number of Movers	2	2	2	3	2	2	3	3
Combined Hourly Rate	\$150	\$150	\$150	\$225	\$140	\$140	\$210	\$210
	Within the City				Within the City			
<u>Total Moving Times With Driving</u> ¹								
High Estimate	8.50	8.50	16.50	16.50	10.50	10.50	16.50	16.50
Average Estimate	6.50	6.50	10.50	10.50	8.50	8.50	11.50	11.50
<u>Total Cost Estimates</u>								
High Estimate	\$1,275	\$1,275	\$2,475	\$3,713	\$1,470	\$1,470	\$3,465	\$3,465
Average Estimate	\$975	\$975	\$1,575	\$2,363	\$1,190	\$1,190	\$2,415	\$2,415
	Within the South Coast Region				Within the South Coast Region			
<u>Total Moving Times With Driving</u> ²								
High Estimate	9.00	9.00	17.00	17.00	11.00	11.00	17.00	17.00
Average Estimate	7.00	7.00	11.00	11.00	9.00	9.00	12.00	12.00
<u>Total Cost Estimates</u>								
High Estimate	\$1,350	\$1,350	\$2,550	\$3,825	\$1,540	\$1,540	\$3,570	\$3,570
Average Estimate	\$1,050	\$1,050	\$1,650	\$2,475	\$1,260	\$1,260	\$2,520	\$2,520
	Outside the South Coast Region				Outside the South Coast Region			
<u>Total Moving Times With Driving</u> ³								
High Estimate	11.50	11.50	19.50	19.50	13.50	13.50	19.50	19.50
Average Estimate	9.50	9.50	13.50	13.50	11.50	11.50	14.50	14.50
<u>Total Cost Estimates</u>								
High Estimate	\$1,725	\$1,725	\$2,925	\$4,388	\$1,890	\$1,890	\$4,095	\$4,095
Average Estimate	\$1,425	\$1,425	\$2,025	\$3,038	\$1,610	\$1,610	\$3,045	\$3,045

APPENDIX A

**MOVING EXPENSE SUMMARY
RELOCATION ASSISTANCE STUDY
SANTA BARBARA, CALIFORNIA**

	Moving Company #5				Average of All Companies			
Number of Bedrooms	Studio	1-bedroom	2-bedroom	3-bedroom	<i>Studio</i>	<i>1-bedroom</i>	<i>2-bedroom</i>	<i>3-bedroom</i>
Unit Size (SF)	500	600	1,000	1,500	<i>500</i>	<i>600</i>	<i>1,000</i>	<i>1,500</i>
Number of Movers	2	2	2	3	<i>2.0</i>	<i>2.0</i>	<i>2.4</i>	<i>3.2</i>
Combined Hourly Rate	\$150	\$150	\$150	\$225	<i>\$148</i>	<i>\$148</i>	<i>\$177</i>	<i>\$237</i>
	Within the City				Within the City			
<u>Total Moving Times With Driving</u> ¹								
High Estimate	4.50	5.50	7.50	16.50	<i>7.30</i>	<i>7.50</i>	<i>14.70</i>	<i>16.50</i>
Average Estimate	4.50	5.00	6.00	11.50	<i>5.90</i>	<i>6.00</i>	<i>9.80</i>	<i>10.90</i>
<u>Total Cost Estimates</u>								
High Estimate	\$675	\$825	\$1,125	\$3,713	<i>\$1,074</i>	<i>\$1,104</i>	<i>\$2,651</i>	<i>\$3,911</i>
Average Estimate	\$675	\$750	\$900	\$2,588	<i>\$868</i>	<i>\$883</i>	<i>\$1,766</i>	<i>\$2,576</i>
	Within the South Coast Region				Within the South Coast Region			
<u>Total Moving Times With Driving</u> ²								
High Estimate	5.00	6.00	8.00	17.00	<i>7.80</i>	<i>8.00</i>	<i>15.20</i>	<i>17.00</i>
Average Estimate	5.00	5.50	6.50	12.00	<i>6.40</i>	<i>6.50</i>	<i>10.30</i>	<i>11.40</i>
<u>Total Cost Estimates</u>								
High Estimate	\$750	\$900	\$1,200	\$3,825	<i>\$1,148</i>	<i>\$1,178</i>	<i>\$2,739</i>	<i>\$4,029</i>
Average Estimate	\$750	\$825	\$975	\$2,700	<i>\$942</i>	<i>\$957</i>	<i>\$1,854</i>	<i>\$2,694</i>
	Outside the South Coast Region				Outside the South Coast Region			
<u>Total Moving Times With Driving</u> ³								
High Estimate	7.50	8.50	10.50	19.50	<i>10.30</i>	<i>10.50</i>	<i>17.70</i>	<i>19.50</i>
Average Estimate	7.50	8.00	9.00	14.50	<i>8.90</i>	<i>9.00</i>	<i>12.80</i>	<i>13.90</i>
<u>Total Cost Estimates</u>								
High Estimate	\$1,125	\$1,275	\$1,575	\$4,388	<i>\$1,518</i>	<i>\$1,548</i>	<i>\$3,182</i>	<i>\$4,622</i>
Average Estimate	\$1,125	\$1,200	\$1,350	\$3,263	<i>\$1,312</i>	<i>\$1,327</i>	<i>\$2,297</i>	<i>\$3,287</i>

APPENDIX B

NEW APARTMENT COST SUMMARY
RELOCATION ASSISTANCE STUDY
SANTA BARBARA, CALIFORNIA

	Apartment #1	Apartment #2	Apartment #3	Apartment #4	Apartment #5	Apartment #6	Average
Total Number of Units	90	28	90	75	74	49	\$40
Application Fee (Per Person)	\$45	\$30	\$35	\$51	\$40	\$40	
<u>Security Deposit</u>							
Number of Months Rent	1	2	1	NA	NA	NA	

APPENDIX C

UTILITY SETUP FEE SUMMARY
RELOCATION ASSISTANCE STUDY
SANTA BARBARA, CALIFORNIA

	Electric	Gas	Cable/Internet:	
	<u>Southern California Edison</u>	<u>Southern California Gas</u>	<u>Company #1</u>	<u>Company #2</u>
Setup Fee	\$5	\$25	\$50	\$75
<u>Additional Fees</u>				
Transfer Fee			\$10	
Personal Installation				\$20
		Total	\$60	\$95
		Average	\$77	
Notes:	*May have additional deposit based on credit	*May have additional deposit based on credit		

APPENDIX D
STORAGE COMPANY SUMMARY
RELOCATION ASSISTANCE STUDY
SANTA BARBARA, CALIFORNIA

		<u>Storage Company #1</u>	<u>Storage Company #2</u>	<u>Storage Company #3</u>	<u>Storage Company #4</u>	<u>Storage Company #5</u>	<u>Averages</u>
		<u>One Time Setup Fee</u>					
		\$0	\$25	\$0	\$22	N/A	
		<u>Monthly Storage Rates</u>					
<u>Bedroom Type</u>	<u>Unit Size (SF)</u>	\$223	\$186	\$219	\$74	\$85	
Studio	500	\$218	\$238	\$219	\$105	\$135	
1-bedroom	600	\$350	\$320	\$249	\$202	N/A	
2-bedroom	1000	\$375	\$377	\$345	\$239	N/A	
3-bedroom	1500						
		<i>*Discounts available for units on second floor</i>					